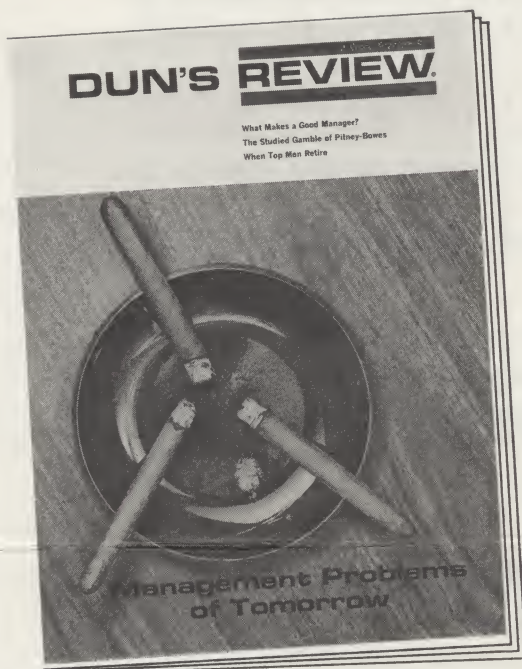




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Dear Sir:

Recently the editors of DUN'S REVIEW prepared a collection of the best articles on management, personal direction and investment that have appeared in our pages this year.

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In editing this material for our new collection, we were struck again by that dominant trait which runs through all successful organizations and men—the knowledge of goals so well-defined that they are unmistakable.

Question yourself as to your goals. Ask yourself if your aims can be set down, right now, on a piece of paper. Then, what is the strength that you need to reach them?

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MANAGEMENT PROBLEMS OF TOMORROW ... How to prepare for and defeat the problems such as the matter of corporate reorganization that are and will be developing in the future.

MORE ROOM AT THE TOP?... The techniques being adopted by corporate management to build up its second echelon, to help take some of the work load off top management's shoulders.

THE INSIDER AND THE SEC... What can the business executive do or not do when he is about to buy securities. Here is an expert analysis of one of the most clouded areas in all of business.

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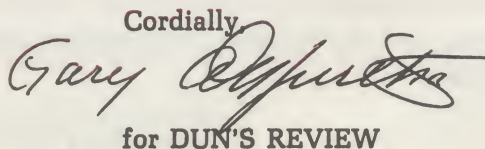
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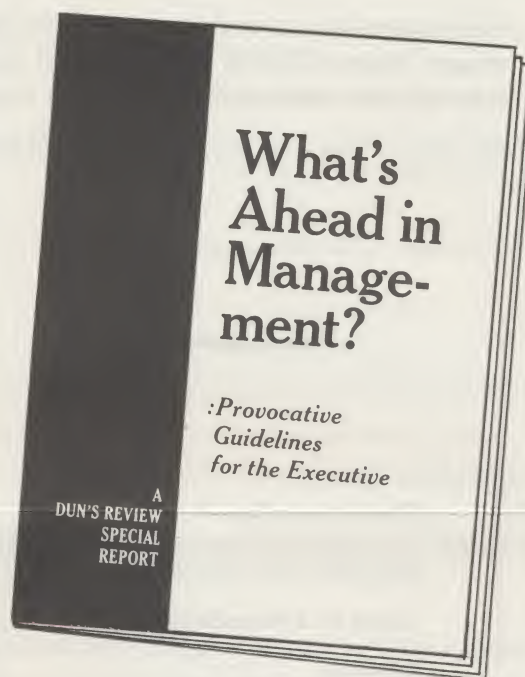


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Here's one way to compare your own path to success with similar jobs elsewhere, from a recent issue of DUN'S REVIEW. Find your job function below, and this survey will tell you how long the average man must wait to get to the top — or to the first-choice spot.

Your Present Job Function	Average Wait to Top Job — First- Choice Man	Average Wait to Top Job — Second- Choice Man
Corporate Planning	0 years*	9 years
General Administration	3 years	6 years
Sales or Marketing	4 years	5 years
Finance	6 years	10 years
Purchasing	4 years	10 years
Personnel Administration	8 years	9 years
Production	5 years	9 years
Research	7 years	12 years
Accounting	6 years	8 years
Traffic	-3 years**	0 years*
Engineering	7 years	9 years
International	7 years	8 years
Legal	9 years	15 years
Advertising & Promotion	6 years	11 years
Public Relations	8 years	17 years

* 0 years doesn't mean that he has arrived. It means that he is probably as close to retirement age as the boss.

** —3 years means that on the average he is that much older than the boss!

One more footnote on this survey. The important thing is not really how many years it will take you to get "There." But — are you first-choice man, second-choice, or further down?

YOUR GRASP OF THE ART OF MANAGEMENT IS THE DIFFERENCE!

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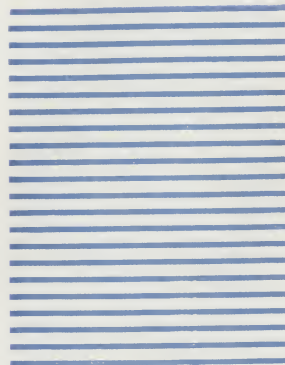
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Information for each computer covers:

CENTRAL PROCESSOR
INTERNAL STORAGE
INPUT/OUTPUT CHANNELS
DISK STORAGE
DRUM STORAGE
MAGNETIC TAPE
I/O CONTROL UNIT
CARD READER
CARD PUNCH

PAPER TAPE READ
PAPER TAPE PUNCH
PRINTER
MICR/OPTICAL READER
INQUIRY
VISUAL DISPLAY
COMMUNICATIONS
CONSOLE TYPEWRITER
MINIMUM SYSTEM MONTHLY RENTAL

PRICE RANGE (RENTAL)
—AVERAGE, MAXIMUM
SOFTWARE
FLOATING POINT
INDIRECT ADDRESS
INDEX REGISTER
PRIORITY INTERRUPT
FIRST DELIVERY DATE
OTHER NOTES

PARTIAL LIST OF COMPUTERS IN COMPUTER SPECS

ASI	Control Data	Fridun	Honeywell	1130	7094-I	Pacific Data Systems	Smith Corona Marchant
<i>Advance series</i>	1604s	<i>Friden 6010</i>	<i>H-400</i>	1240	7094-II	PDS 1020	SCM 7816
6020	3000 series	<i>General Electric</i>	<i>H-1400</i>	1401	7740	RCA	Sperry Rand, Univac
6040	6000 series	GE 115	<i>H-800</i>	1410	System 360-20	301, 501, 3301	Univac III
6050	<i>Data Machines</i>	200 Bank Transit	<i>H-1800</i>	1440	360-30	Spectra 70/15	Univac 60, 120
6070	610 series	205 System	<i>Series 200</i>	1460	360-40	Spectra 70/25	Univac 490
<i>Burroughs</i>	610	215	<i>H-120</i>	1620	360-44	Spectra 70/45	Univac Step
B 260, 270, 280	611	225	<i>H-200</i>	1800	360-50	Spectra 70/55	Univac Solid State
B 263, 273, 283	612	235	<i>H-1200</i>	6400	<i>Monroe International</i>	<i>Scientific Control Systems</i>	Univac CP-642B
B 300	620 series	<i>Compatibles 400</i>	<i>H-2200</i>	7010	Monrobot XI	650-2, 660-2, 670-2	Univac CP-667
B 2500	620	415	<i>H-4200</i>	7040	<i>National Cash Register</i>	<i>Scientific Data Systems</i>	1004 II, III
B 3500	622	425	<i>H-8200</i>	7044	304 315 RMC	SDS 92	1005
B 5500	<i>Digital Equipment</i>	<i>Compatibles 600</i>	IBM	7070	310 390	SDS 925	418
<i>Computer Control</i>	PDP 6, PDP 7	625	305 RAMAC	7074	315 500 series	SDS 930	1050 III
DDP-24	PDP 8	635	650	7080	315-100 R		1107
			1050	7090			1108

A SEPARATE CHART FOR EACH COMPUTER COVERED

COMPUTER		B 3500										COMPANY <u>BURROUGHS CORP., 6071 SECOND AVENUE, DETROIT, MI 48230</u>									
PROCESSOR			Internal Storage—If drum label capacity 0 xxx																		
model #	max. units per system	price	capacity 1000s words	memory module size	rental/ module ¹	storage cycle time in intervals	word size/ bits ¹	characters/ word													
3501	1	\$1,695		10-500K	\$500-15,000	1	16	2*													
INPUT/OUTPUT CHANNELS			DISK STORAGE																		
max. no.	max. units/ channel	Controller																			
		unit #	max./system	price	unit #	module capacity millions words	access time/ miliseconds	transfer rate char/sec	max. units/ controller ²	monthly rental per module ³											
20	10	3373	10	\$250	9371 9372	10	20	200K	5	\$650 875-650											

pages — 8½" x 11"

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PRINTER						MICR/OPTICAL READER					
unit #	unit #	type	max. units/ system ¹	max. rental per unit ²		unit #	documents/ minute	max. units system ²	max. rental/ unit ²		
9240	700	10		\$800							
9241	1040**	10		900							
9242	815	10		850							
9243	1040**	10		950							
* achieves speed w/37 char. set						** achieves speed w/46 char. set					
						9130	1,565(13PKT)	2	1,890		
						9132	1,565(16PKT)	2	2,200		
VISUAL DISPLAY						COMMUNICATIONS					